

Message Text

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TO AMEMBASSY ROME
USMISSION NATO

C O N F I D E N T I A L STATE 154568

E.O. 11652: GDS

TAGS: MILI, IT

SUBJECT: ITALIAN PROPOSAL FOR MOU ON DEFENSE PROCUREMENT
REF: (A) STATE 145795; (B) ROME 10358, (C) 10376

1. ITALIAN EMBASSY COUNSELOR JACOBUCCI AND ITALIAN DEFENSE ATTACHE, BRIGADIER GENERAL BUTTELLI, CALLED ON DEPUTY ASSISTANT SECRETARY OF DEFENSE (ISA), MAYNARD GLITMAN ON JUNE 24. JACOBUCCI STATED, AS EXPECTED, THAT THE GOVERNMENT OF ITALY WOULD LIKE TO ENTER INTO A MEMORANDUM OF UNDERSTANDING WITH THE US, SIMILAR TO THE US-UK MOU, AT THE EARLIEST POSSIBLE TIME. HE FURTHER STATED THAT THE ITALIAN DEFENSE INDUSTRY WAS PARTICULARLY INTERESTED IN SUCH AN UNDERSTANDING, AND THAT (IN CONTRAST TO LINE TAKEN REF A) GOI WOULD LIKE TO HAVE AGREEMENT CONCLUDED BY TIME OF JULY 26-27 PM VISIT TO US.

1. DASD GLITMAN RESPONDED THAT WE WELCOME THE GOI'S INTEREST IN SUCH A MEMORANDUM AND THAT WE WILL MAKE EVERY
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EFFORT TO EXPEDITE ITS CONCLUSION. HE NOTED THAT THE US-UK MOU WAS A FIRST EFFORT AND SEVERAL, LARGELY FORMALISTIC, CHANGES WERE BEING SUGGESTED IN ORDER TO ESTABLISH A STANDARD FORMAT WHICH COULD BE USED WITH OTHER NATO COUNTRIES THAT WERE INTERESTED IN SUCH AN AGREEMENT. HE SAID THAT THE SUGGESTED STANDARD FORMAT WAS NOW BEING STAFFED FOR APPROVAL AND WE WOULD PRESENT A COPY OF THAT STANDARD

AGREEMENT TO JACOBUCCI AS SOON AS IT IS APPROVED. WE
RECOGNIZE THAT MODIFICATIONS MAY BE NEEDED ;O F,T THE
SPECIFIC REQUIREMENTS OF INDIVIDUAL COUNTRIES.

3. GLITMAN ALSO EMPHASIZED THE NEED FOR ITALY TO UNDER-
STAND THAT THE AGREEMENT IS INTENDED TO PROVIDE FOR A
MUTUAL REMOVAL OF BARRIERS IN EACH COUNTRY, AND IS NOT
INTENDED SOLELY TO OPEN UP THE US MARKET TO ITALIAN
BIDDERS. JACOBUCCI AND BUTTELLI BOTH INDICATED THAT THEY
CLEARLY UNDERSTOOD THAT THE "TWO-WAY STREET" CONCEPT BY
NO MEANS IMPLIES THAT TRAFFIC MUST BE EQUAL IN BOTH
DIRECTIONS.

4. THERE WAS SOME DISCUSSION ALSO, THOUGH INCONCLUSIVE,
AS TO WHETHER THE ITALIAN PARLIAMENT NEEDED TO RATIFY THE
DOCUMENT, AND WHETHER THE ITALIANS WOULD WISH TO MAKE THE
DOCUMENT PUBLIC. GLITMAN EMPHASIZED THAT WE WERE
FLEXIBLE ON BOTH COUNTS.

5. FOR NATO: PLEASE INFORM SEC GEN LUNS THAT, IN
ADDITION TO FRANCE, WE ARE NOW DISCUSSING MOUS WITH FRG,
ITALY AND NORWAY. CHRISTOPHER

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